

## Message Text

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PAGE 01 MOSCOW 03984 111749 Z

67

ACTION EUR-25

INFO OCT-01 ADP-00 CIAE-00 DODE-00 PM-09 H-02 INR-10 L-03

NSAE-00 NSC-10 PA-03 RSC-01 PRS-01 SS-15 USIA-12

AID-20 COME-00 EB-11 FRB-02 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 SAL-01 OMB-01 RSR-01 /156 W

----- 041596

R 111511 Z APR 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 7889

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E. O. 11652: N/A

TAGS: ETRD UR US

SUBJ: OFFER BY SUMITOMO TO REPRESENT US FIRMS

PASS COMMERCE / BEWT

1. ON APRIL 9, MANAGER OF MOSCOW OFFICE OF SUMITOMO SHOJI KAISHA, LTD., PAID CALL ON EMBASSY ECONOMIC- COMMERCIAL COUNSELOR AND MADE FOLLOWING PROPOSITION. SUMITOMO IS WELL ESTABLISHED TRADING COMPANY IN MOSCOW AND ANNUALLY DOES ABOUT \$125 MILLION IN BUSINESS BETWEEN JAPAN AND USSR. IN MOSCOW OFFICE THEY HAVE EIGHT JAPANESE EMPLOYEES AND SEVEN SOVIET, COVERING VARIOUS SPECIALTIES SUCH AS CHEMICAL, ELECTRICAL, STEEL.

2. SUMITOMO UNDERSTANDS THAT NUMBER OF US FIRMS EXPLORING POSSIBILITIES OF BUSINESS WITH USSR IS GROWING BUT SINCE THEY KNOW LITTLE ABOUT SOVIET MARKET WOULD PERHAPS BE INTERESTED IN COMPETENT REPRESENTATION HERE. THEREFORE SUMITOMO SHOJI KAISHA OFFERS ITS SERVICES TO ANY UF FIRMS THAT MAY BE IN SUCH POSITION.

3. SUMITOMO MANAGER NOTED HIS COMPANY HAS ESPECIALLY GOOD RELATIONS WITH FOREIGN TRADE ORGANIZATION EXPORTLYON  
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SINCE IT HAS DONE BUSINESS WITH IT FOR YEARS. EXPORTLYON HAS TOLD SUMITOME IT IS NOW INTERESTED IN BUYING FROM US MILLS YARNS, FABRICS, AND SOME READY- MADE WOMEN' S CLOTHING. SUMITOMO HAS PARTICULARLY GOOD KNOWLEDGE OF SOVIET REQUIRMENTS IN THESE LINES.

4. COUNSELOR SAID HE WOULD REPORT SUMITOMO OFFER TO WASHINGTON AND GIVE HIM ANY FEEDBACK. FROM CONVERSATION, IT DEVELOPED THAT UNPRECEDENTED SOVIET INTEREST IN US FABRICS AND WOMEN' S CLOTHES HAS COME ABOUT SINCE LATEST DEVALUATION OF DOLLAR.  
DUBS

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 APR 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 SEP 2001  
**Review Event:**  
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**Review Transfer Date:**  
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**Subject:** OFFER BY SUMITOMO TO REPRESENT US FIRMS PASS COMMERCE / BEWT  
**TAGS:** ETRD, UR, US  
**To:** EUR  
**SECSTATE WASHDC**  
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